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Festinger L 1957 A Theory

Leon Festinger - Leon Festinger -
Cognitive dissonance: While at the
University of Minnesota, Festinger read

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about a cult that believed that the end of the world was at hand. A woman, "Mrs. Keech," reported receiving messages from extraterrestrial aliens that the world would end in a great flood on a specific date. She attracted a group of followers who left jobs, schools, and spouses and ...

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Leon Festinger - Cognitive dissonance | Britannica

Festinger's (1957) cognitive dissonance theory suggests that we have an inner drive to hold all our attitudes and behavior in harmony and avoid disharmony (or dissonance). This is known as the principle of cognitive consistency.

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Cognitive Dissonance Theory - Simply Psychology

FESTINGER, L. "Wish, Expectation and Group Standards as Factors Influencing Level of Aspiration", Journal of Abnormal and Social Psychology, 1942, 37, 184-200. Google Scholar | Crossref 7.

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A Theory of Social Comparison Processes - Leon Festinger, 1954

Cognitive dissonance theory insists that dissonance is a psychological state of tension that people are motivated to reduce (Festinger 1957). Dissonance causes feelings of unhappiness, discomfort, or distress. Festinger (1957, p. 13) asserted the following: "These two

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elements are in a dissonant relation if, considering these two alone, the ...

Selective exposure theory - Wikipedia

Festinger L. A Theory of Cognitive Dissonance. Stanford University Press; 1957. Vaidis DC, Bran A. Respectable challenges to respectable theory:

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Cognitive dissonance theory requires conceptualization clarification and operational tools.

What Is Cognitive Dissonance? - Verywell Mind

J. Cooper, K.M. Carlsmith, in International Encyclopedia of the Social & Behavioral Sciences, 2001 1 Foundations of

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Dissonance Theory. The theory of cognitive dissonance is elegantly simple: it states that inconsistency between two cognitions creates an aversive state akin to hunger or thirst that gives rise to a motivation to reduce the inconsistency. . . According to Leon Festinger (1957 ...

Cognitive Dissonance - an overview

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| **ScienceDirect Topics**

In *When Prophecy Fails: A Social and Psychological Study of a Modern Group That Predicted the Destruction of the World* (1956) and *A Theory of Cognitive Dissonance* (1957), Leon Festinger proposed that human beings strive for internal psychological consistency to function mentally in the real world.

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Cognitive dissonance - Wikipedia

Leon Festinger, A Theory of Cognitive Dissonance. Over 60 years ago, Leon Festinger (1957) postulated one of the most well-known theories of psychology: cognitive dissonance theory. The theory is based on the idea that two cognitions can be relevant or irrelevant to each

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other (Festinger, 1957).

Cognitive Dissonance Theory: An Example & 4 Ways To Address It

'the most comprehensive dictionary of philosophy in English ', Times Literary Supplement This best-selling dictionary covers all areas of philosophy and contains terms from the related fields of

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religion, science, and logic. Clear and authoritative definitions and make it an essential resource for students and teachers and an ideal introduction for anyone with an interest in philosophy. This ...

**Oxford Dictionary of Philosophy -
Oxford Reference**

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A. Tesser, in International Encyclopedia of the Social & Behavioral Sciences, 2001 3.2 Cognitive Consistency. The number of variations within this approach to self-evaluation regulation is also substantial. An example of this approach is cognitive dissonance theory (Festinger 1957). According to dissonance theory, self-esteem is

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threatened by inconsistency.

Cognitive Dissonance Theory - an overview | ScienceDirect ...

Festinger, L. (1957). Theory of Cognitive Dissonance. Stanford University Press.

Freud, S. (1976). The Complete Psychological Works of Sigmund Freud: (The Standard Edition) (1-24) (Complete

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Literature Review on Theories of Motivation

psychology with the work of Festinger (1957) that suggests that actions could affect preferences through cognitive dissonance. One key aspect of cognitive dissonance theory is that individuals

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experience a mental discomfort after taking actions that appear to be in conflict with their starting preferences.

Cognitive Dissonance Theory - Harvard University

Self-leadership's early definition was based on three central theories: self-control, social-cognitive theory, and self-

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determination. Self-control is synonymous with self-management and self-regulation and describes the iterative process of determining a desired end state, comparing that to the current state, and subsequently taking action to close the gap between the two (Carver & Scheier ...

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Dissonance

What Is Self-Leadership? Models, Theory and Examples

crepancy theory, then, is to introduce construct accessibility as a predictor of when available types of incompatible beliefs (and which of the available types) will induce discomfort. Self-Discrepancy Theory Over the years many different facets of the self or self-images have

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been identified.

Self-Discrepancy: A Theory Relating Self and Affect

The theory of cognitive dissonance proposes that people have a motivational drive to reduce dissonance by changing their attitudes, beliefs, and behaviours, or by justifying or

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rationalizing them. 46 The phenomenon of cognitive dissonance, originally stated by Festinger in 1957, has been quickly adopted by consumer behaviour research.

(PDF) THEORIES OF CUSTOMER SATISFACTION - Academia.edu

La dissonanza cognitiva è una teoria

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della psicologia sociale introdotta da Leon Festinger nel 1957 per descrivere la situazione di complessa elaborazione cognitiva in cui credenze, nozioni, opinioni esplicitate contemporaneamente nel soggetto in relazione a un tema si trovano in contrasto funzionale tra loro; esempi ne sono la "dissonanza per incoerenza

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logica", la dissonanza con le tendenze ...

Dissonanza cognitiva - Wikipedia

The change-promoting value of hearing oneself argue for change was linked to Festinger's (1957) formulation of cognitive dissonance, and with Bem's (1967, 1972) reformulation as self-perception theory. Also relevant was

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Rogers' theory of the "necessary and sufficient" interpersonal conditions for fostering change (Rogers, 1959). The ...

Toward a Theory of Motivational Interviewing

Early research on selective exposure built on Festinger's theory to explore the conditions under which it occurred (e.g.,

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Abelson et al., 1968; Festinger, 1964).
Research explored whether views held
with a high degree of certainty, for
example, would inspire (p. 532) less
selective exposure than those less
confidently held (Festinger, 1964).

Selective Exposure Theories - Oxford Handbooks

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heart of Festinger's (1957) theory of cognitive dissonance, a theory which has received more widespread attention from personality and social psychologists in the past 10 years than any other contemporary statement about human behavior. Only 5 years after its introduction, Brehm and Cohen (1962) could review over 50 studies con-

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SELF-PERCEPTION: AN ALTERNATIVE INTERPRETATION OF ...

Theory argues that media users are often not aware, or at least not fully aware, of their ... Festinger L. 1957. A theory of cognitive dissonance. Stanford, CA: Stanford University Press.

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